

Message Text

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TO AMEMBASSY BANJUL

INFO AMCONSUL CASABLANCA

AMEMBASSY DAKAR

UNCLAS STATE 021252

CASABLANCA FOR REGIONAL FISHERIES ATTACHE FOLSOM

E.O. 11652: N/A

TAGS: BTIO, GA

SUBJECT: PROPOSED US INVESTMENT IN FISHING INDUSTRY

1. JAY W. GOLDMAN, BOSTON ATTORNEY AND BUSINESS CONSULTANT, MET WITH AF/W COUNTRY OFFICER ON JAN 27 AND 28 RE POSSIBLE INVESTMENT AND/OR OTHER ARRANGEMENT IN SHRIMP AND LOBSTER FISHING IN THE GAMBIA. GOLDMAN REPRESENTS GROUP OF CLIENTS WITH CONSIDERABLE EXPERIENCE IN FISHING AND, HE STATED, SUFFICIENT CAPITAL TO ENGAGE IN ANY BUSINESS OPERATION LIKELY TO BE AVAILABLE IN THE GAMBIA.

2. GOLDMAN SAID HIS CLIENTS' FIRST PRIORITY WOULD BE PURCHASE OF END PRODUCT (LOBSTER TAILS, AND DEHEADED, DEVEINED, PEELED, BLOCK FROZEN SHRIMP), BUT WOULD ENTER UNCLASSIFIED

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INTO JOINT VENTURE, SOLE OPERATION, CONSIGNMENT AGREEMENT, OR ANY OTHER ARRANGEMENT WHICH WOULD MEET DESIRES OF GOTG. HE IS INTERESTED IN PRESENT STRUCTURE OF GAMBIAN FISHING INDUSTRY, INCLUDING DETAILS OF HOW TAKE IS NOW OBTAINED, TYPE OF BOATS AND EQUIPMENT, REFRIGERATION FACILITIES, WHERE AND HOW PROCESSED, GOVERNMENT CONSERVATION REGULATIONS, POTENTIAL OUTPUT, PRESENT ACTIVITIES OF FRENCH,

JAPANESE, USSR FISHING INTERESTS.

2. BEFORE COMING TO DEPARTMENT, GOLDMAN HAD VISITED COMMERCE (INTERNATIONAL MARKETING), OPIC, AND NOAA/MARITIME FISHERIES, AND HAS BEEN IN COMMUNICATION WITH REGIONAL FISHERIES ATTACHE FOLSOM. ACCORDING TO GOLDMAN, ONE OF HIS CLIENTS RECENTLY VISITED BANJUL FOR BRIEF STAY, AND ESTABLISHED CONTACT WITH BROTHER OF "SENIOR GOTG MINISTER" (UNNAMED), WHO ENCOURAGED BUSINESS PROPOSAL.

3. IN ADDITION TO, OR SUPPLEMENTING, INFORMATION REQUESTED ABOVE, GOLDMAN SEEKS DETAILED ANSWERS TO THE FOLLOWING:

A. WHAT IS STATUS OF PRESENT FISH PROCESSING, FREEZING, AND WAREHOUSING FACILITIES FOR SHRIMP AND LOBSTER TAILS? WHO OWNS THEM? IS GOVERNMENT OF THE GAMBIA WILLING TO REOPEN ANY WHICH ARE NOW CLOSED, OR TO ALLOW GOLDMAN GROUP TO USE THOSE NOW OPERATING? WOULD GOTG BE WILLING RENT TO GROUP ANY UNUSED FACILITIES FOR NOMINAL RATE, E.G., ONE DOLLAR PER YEAR?

B. WHY DID JAPANESE FIRM FORMERLY ENGAGED IN SHRIMPING IN THE GAMBIA WITHDRAW?

C. WHAT IS STATUS OF FIRMS ATLANTIC MARINE COMPANY, BARBA-ADRI-PECHE, SEA GULL FISHERIES (GHANA), AND GAMBIAN FISHERIES LTD. (INCLUDING INFORMATION ON COLD STORAGE AND ICE PLANT REPORTEDLY USED BY LATTER TWO FIRMS)?

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D. WHAT INFORMATION CAN BE PROVIDED BY MR. TAYLOR-THOMAS (CITED BY GOLDMAN) OR OTHER SENIOR GAMBIAN FISHERIES OFFICIAL REGARDING STUDIES OF QUANTITY OF SHRIMP AND LOBSTER NOW ESTIMATED IN GAMBIAN WATERS, QUANTITIES BEING TAKEN BY PRESENT FISHERIES FIRMS, CONSERVATION REGULATIONS AND PRACTICES, PARTICULARLY RE FISHING BOATS NOW TRANSPORTING SHRIMP FROM THE GAMBIA TO DAKAR FOR PROCESSING?

E. RE GAMBIAN FISHERIES LIMITED -- WHAT ARE FIRM'S PRESENT OPERATIONS, AND WOULD IT BE INTERESTED IN POSSIBLE JOINT VENTURE WITH GOLDMAN'S GROUP?

F. WOULD GAMBIAN AUTHORITIES AND/OR FISHING COMPANIES BE INTERESTED IN GOLDMAN GROUP GUARANTEE OF 100 PERCENT PURCHASE OF OUTPUT ON CONSIGNMENT OR OTHER ARRANGEMENT SUCH AS EXCLUSIVE RIGHTS? GOLDMAN'S GROUP WOULD NEED SHIPMENTS OF AT LEAST DOLS 200,000 (AT USDOC "GREEN SHEET" PRICES, I.E., JUST BELOW WHOLESALE) TO CONFORM WITH PRESENT LETTER OF CREDIT PRACTICES OF HIS CLIENTS.

4. WOULD GAMBIAN POTENTIAL OUTPUT APPROXIMATE 40 TONS EVERY 10 WEEKS, FIGURE CITED BY GAMBIAN FISHERIES REPRESENTATIVE (UNNAMED) TO GOLDMAN'S CLIENT DURING VISIT DISCUSSED ABOVE?

5. FYI: RECOGNIZE GATHERING ABOVE INFORMATION WOULD REPRESENT SIGNIFICANT WORKLOAD FOR EMBASSY, BUT WOULD APPRECIATE ANY MATERIAL YOU CAN DEVELOP. GOLDMAN'S THOROUGH AND DETAILED RESEARCH BEFORE APPROACHING DEPT WOULD APPEAR INDICATE SERIOUS BID BY HIS GROUP. END FYI.

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